Salem Free Carton Offer

Retailer qualifies for Free Carton of Salem with the purchase of 4 cartons of Salem.

Qualifiers:

Retailer Must purchase 4 cartons of Salem
Must place and maintain semi-permanent or temp. Salem Display
Must place and maintain Salem POS advertising
Must place and maintain Salem 2x2 pricer sign (item# 535445)
To obtain test area graphics Utilize Salem Door Decal in pricer

note: Accounts with RJR Merchandising Contract not eligible to participate

If, and only if, all qualifiers are in place upon next call - Retailer eligible for another Free carton with purchase of 4 cartons

Administration:

RJR Rep purchases 30 "Free Cartons" from Jobber via draft

If Jobber account resides in Rep's Laptop then enter draft info into Laptop.
Only 1 rep will have each Jobber in their Asst.

If Jobber Account not in Laptop - E-Mail Debbie Tauriello with Jobber SIS#, Payment description and Draft # (Attachment #1)

Obtain Jobber Receipt *stating 30 "Free Cartons" $ Amount and Draft#* utilized to purchase 30 "Free cartons" (Attachment #2)

Jobber blacklines all packs and places sticker on all cartons denoting "Free Carton" (Attachment #3)

Obtain a separate signed cash receipt for all "Free Cartons" given to retail (Attachment #4)

Report Free Carton via SIS: **SAL CTN PROMO** Rate: 0
(To report actual number of cartons given to retail)

When 30 "Free Cartons" exhausted - Return to Jobber to purchase 30 more "Free Cartons"

Attach 30 retail cash receipts denoting "Salem Free Carton" to Jobber Receipt and submit to ROU with expense report

At all times SR/TR should have a combination of "Free Cartons" and signed cash receipts totalling 30 for inventory purposes

When Purchasing "Free Cartons" from jobber utilize the following Laptop designations to generate draft:

SAL NY CTY CTN Rate: $23.67 x 30 units = $710.10
SAL NY ST. CTN Rate: $22.84 x 30 units = $685.20
(Above codes for payment to wholesaler for product)

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Source: https://www.industrydocuments.ucsf.edu/docs/rrbp0000